

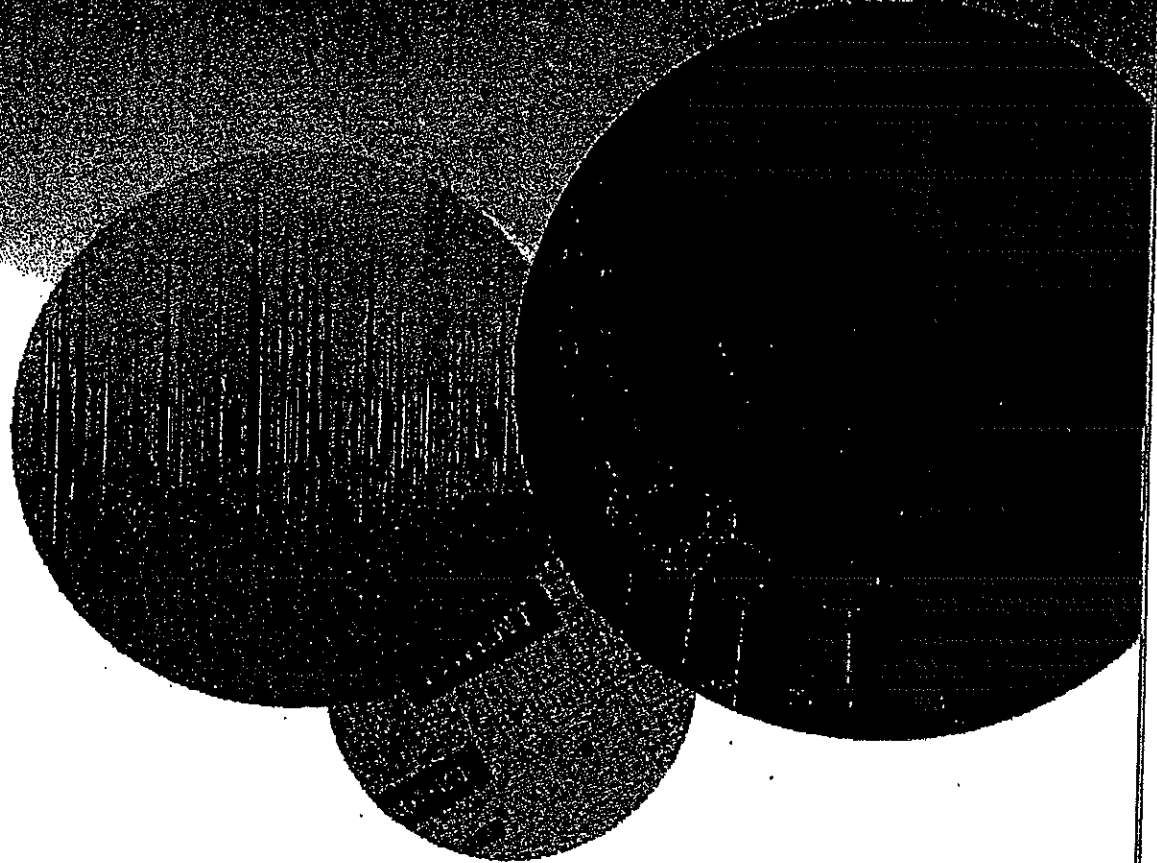
# **EXHIBIT B**

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**AIPLA**

# **2017 Report of the Economic Survey**

Prepared Under Direction of  
Law Practice Management Committee



American Intellectual Property Law Association  
1400 Crystal Drive, Suite 600  
Arlington, Virginia 22202  
[www.aipla.org](http://www.aipla.org)

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**AIPLA**

**American Intellectual Property Law Association**  
Serving America's Legal and Creative Community

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Baker McKenzie LLP

# **Report of the Economic Survey 2017**

**Prepared Under Direction of the  
American Intellectual Property Law Association  
Law Practice Management Committee**

**Donika P. Pentcheva, Chair  
Frank L. Gerratana, Vice Chair**

**June 2017**

**Prepared by:**

**ARI Association  
Research, Inc.**

**910 Clopper Road, Suite 210N ■ Galthersburg, Maryland 20878  
TEL: (240) 268-1262 ■ [ARI@associationresearch.com](mailto:ARI@associationresearch.com)**

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## Private Firm, Partner

## Average hourly billing rate in 2016 (Q30)

Private Firm, Partner:

		Average hourly billing rate in 2016						
		Number of Individuals	Mean (Average)	10th Percentile 10%	First Quartile 25%	Median (Midpoint)	Third Quartile 75%	90th Percentile 90%
All Individuals		331	\$508	\$301	\$373	\$450	\$580	\$799
Years of Intellectual Property Law Experience	5-6	6	\$327	ISD	\$250	\$330	\$375	ISD
	7-9	11	\$382	\$256	\$300	\$350	\$445	\$690
	10-14	43	\$381	\$297	\$315	\$365	\$421	\$517
	15-24	181	\$498	\$321	\$375	\$450	\$600	\$750
	25-34	85	\$553	\$348	\$400	\$490	\$675	\$900
	35 or More	35	\$575	\$348	\$420	\$525	\$700	\$962
Location:	Boston CMSA	13	\$632	\$295	\$410	\$700	\$800	\$994
	NYC CMSA	26	\$582	\$386	\$433	\$540	\$705	\$930
	Philadelphia CMSA	13	\$578	\$328	\$450	\$550	\$738	\$884
	Washington, DC CMSA	52	\$535	\$346	\$400	\$470	\$681	\$818
	Other East	12	\$397	\$250	\$330	\$390	\$483	\$528
	Metro Southeast	12	\$481	\$268	\$365	\$438	\$510	\$990
	Other Southeast	12	\$384	\$305	\$341	\$363	\$424	\$525
	Chicago CMSA	24	\$562	\$380	\$453	\$522	\$640	\$895
	Minneapolis-St. Paul PMSA	13	\$484	\$280	\$358	\$425	\$598	\$763
	Other Central	70	\$398	\$290	\$320	\$378	\$446	\$593
	Texas	32	\$606	\$334	\$413	\$528	\$819	\$900
	Los Angeles CMSA	7	\$575	ISD	\$400	\$525	\$770	ISD
	San Francisco CMSA	13	\$634	\$401	\$478	\$525	\$798	\$1,022
	Other West	32	\$417	\$300	\$318	\$390	\$469	\$578
	Biotechnology	19	\$551	\$285	\$370	\$420	\$750	\$950
	Chemical	28	\$433	\$299	\$350	\$420	\$500	\$630
IP Technical Specialization (p=50%)	Computer Hardware	5	\$669	ISD	\$413	\$700	\$910	ISD
	Computer Software	33	\$493	\$309	\$358	\$450	\$535	\$783
	Electrical	25	\$518	\$318	\$350	\$450	\$673	\$840
	Mechanical	71	\$446	\$303	\$350	\$400	\$513	\$634
	Medical/ Health Care	15	\$450	\$298	\$380	\$400	\$550	\$564
	Pharmaceutical	9	\$786	ISD	\$500	\$900	\$1,025	ISD
	Younger than 35	3	\$367	ISD	ISD	\$350	ISD	ISD
Age	35-39	22	\$354	\$250	\$300	\$348	\$405	\$457
	40-44	37	\$471	\$299	\$335	\$390	\$600	\$750
	45-49	52	\$474	\$300	\$350	\$423	\$528	\$791
	50-54	84	\$490	\$315	\$390	\$450	\$550	\$785
	55-59	52	\$535	\$344	\$388	\$478	\$593	\$900
	60 or Older	79	\$573	\$373	\$420	\$525	\$700	\$950
Gender	Male	284	\$504	\$315	\$375	\$450	\$575	\$790
	Female	43	\$485	\$300	\$330	\$425	\$605	\$846
Highest Non-Law Degree	Bachelor's Degree	219	\$495	\$310	\$365	\$440	\$565	\$795
	Master's Degree	69	\$542	\$300	\$398	\$500	\$690	\$850
	Doctorate Degree	29	\$481	\$300	\$340	\$450	\$600	\$785
Ethnicity	White/Caucasian	293	\$508	\$300	\$374	\$450	\$578	\$800
	Hispanic/Latino	6	\$486	ISD	\$303	\$483	\$668	ISD
	Asian/Pacific Islander	14	\$533	\$325	\$393	\$503	\$620	\$848
	Other	5	\$516	ISD	\$333	\$375	\$770	ISD
Full-time Intellectual Property lawyers and agents in the firm or corporation	1-2	33	\$380	\$250	\$300	\$350	\$410	\$530
	3-5	59	\$414	\$300	\$360	\$390	\$450	\$535
	6-10	46	\$446	\$300	\$350	\$425	\$531	\$604
	11-25	67	\$447	\$300	\$350	\$400	\$500	\$604
	26-50	38	\$517	\$314	\$418	\$495	\$568	\$754
	51-100	46	\$622	\$379	\$450	\$568	\$789	\$950
	101-150	18	\$634	\$401	\$475	\$615	\$756	\$853
	More than 150	20	\$897	\$603	\$669	\$825	\$984	\$1,095

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## Private Firm, Associate

## Average hourly billing rate in 2016 (Q30)

Private Firm, Associate.

		Average hourly billing rate in 2016						
		Number of Individuals	Mean (Average)	10th Percentile 10%	First Quartile 25%	Median (Midpoint)	Third Quartile 75%	90th Percentile 90%
All Individuals		186	\$386	\$225	\$274	\$340	\$475	\$606
Years of Intellectual Property Law Experience	Fewer than 5	39	\$314	\$205	\$230	\$280	\$360	\$525
	5-6	32	\$312	\$220	\$246	\$278	\$339	\$509
	7-9	36	\$442	\$278	\$325	\$378	\$578	\$685
	10-14	30	\$377	\$250	\$274	\$343	\$424	\$618
	15-24	29	\$439	\$300	\$323	\$450	\$498	\$650
	25-34	11	\$485	\$269	\$375	\$480	\$575	\$800
	35 or More	5	\$601	ISD	\$418	\$640	\$765	ISD
	Boston CMSA	14	\$479	\$235	\$321	\$505	\$598	\$738
Location	NYC CMSA	14	\$461	\$205	\$310	\$419	\$610	\$775
	Philadelphia CMSA	3	\$398	ISD	ISD	ISD	ISD	ISD
	Washington, DC CMSA	37	\$452	\$278	\$323	\$400	\$555	\$700
	Other East	10	\$394	\$205	\$288	\$325	\$389	\$487
	Metro Southeast	8	\$343	ISD	\$269	\$343	\$369	ISD
	Other Southeast	4	\$300	ISD	\$228	\$316	\$358	ISD
	Chicago CMSA	7	\$351	ISD	\$275	\$310	\$475	ISD
	Minneapolis-St. Paul PMSA	10	\$294	\$165	\$239	\$270	\$351	\$466
	Other Central	33	\$283	\$215	\$233	\$260	\$316	\$387
	Texas	12	\$435	\$253	\$328	\$415	\$565	\$682
	Los Angeles CMSA	5	\$412	ISD	\$320	\$370	\$525	ISD
	San Francisco CMSA	4	\$476	ISD	\$413	\$488	\$529	ISD
	Other West	25	\$385	\$223	\$250	\$365	\$475	\$632
	Biotechnology	8	\$496	ISD	\$364	\$468	\$656	ISD
IP Technical Specialization (≥50%)	Chemical	16	\$326	\$216	\$231	\$319	\$344	\$516
	Computer Hardware	4	\$366	ISD	\$249	\$310	\$540	ISD
	Computer Software	30	\$385	\$223	\$271	\$358	\$464	\$569
	Electrical	15	\$355	\$209	\$260	\$325	\$400	\$560
	Mechanical	48	\$334	\$220	\$250	\$339	\$400	\$475
	Medical/ Health Care	5	\$379	ISD	\$250	\$375	\$510	ISD
	Pharmaceutical	9	\$424	ISD	\$288	\$380	\$570	ISD
Age	Younger than 35	41	\$317	\$201	\$243	\$300	\$355	\$519
	35-39	55	\$387	\$226	\$260	\$335	\$505	\$632
	40-44	27	\$374	\$222	\$260	\$325	\$470	\$650
	45-49	24	\$397	\$225	\$311	\$393	\$490	\$575
	50-54	11	\$421	\$317	\$325	\$340	\$455	\$792
	55-59	11	\$439	\$242	\$300	\$450	\$575	\$670
	60 or Older	15	\$506	\$307	\$375	\$475	\$640	\$788
Gender	Male	146	\$385	\$240	\$275	\$340	\$463	\$600
	Female	38	\$388	\$200	\$250	\$350	\$504	\$651
Highest Non-Law Degree	Bachelor's Degree	115	\$320	\$220	\$260	\$325	\$475	\$608
	Master's Degree	52	\$387	\$240	\$285	\$350	\$450	\$629
	Doctorate Degree	15	\$425	\$238	\$315	\$375	\$565	\$663
Ethnicity	White/Caucasian	157	\$379	\$240	\$275	\$335	\$458	\$600
	Asian/Pacific Islander	13	\$454	\$205	\$298	\$460	\$593	\$665
	Blended	3	\$498	ISD	ISD	\$400	ISD	ISD
	Other	3	\$258	ISD	ISD	\$225	ISD	ISD
Full-time Intellectual Property lawyers and agents in the firm or corporation	1-2	5	\$241	ISD	\$197	\$225	\$293	ISD
	3-5	18	\$377	\$220	\$250	\$380	\$475	\$552
	6-10	22	\$314	\$210	\$250	\$315	\$353	\$435
	11-25	36	\$350	\$224	\$253	\$318	\$400	\$551
	26-50	35	\$381	\$240	\$290	\$340	\$425	\$605
	51-100	30	\$440	\$260	\$314	\$430	\$516	\$678
	101-150	22	\$360	\$263	\$275	\$339	\$419	\$558
	More than 150	18	\$554	\$318	\$449	\$583	\$658	\$733

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